



Term	Definition
Exporter	A person or business that sells goods or services to another country.
Importer	A person or business that buys goods or services from another country.
Bill of Lading (BOL)	A document acknowledging the receipt of goods for shipment.
Customs Declaration	Formal document required by customs authorities to import/export goods.
Incoterms	Standardized trade terms defining buyer and seller responsibilities (e.g., FOB, CIF).
Freight Forwarder	A third party that arranges shipment and logistics for goods.
Customs Duties	Taxes or tariffs imposed on imported/exported goods.
Letter of Credit (LC)	A bank guarantee ensuring payment to the seller once conditions are met.
HS Code	Classification system for categorizing traded products.
Tariffs	Taxes on imports or exports to control trade or protect local industries.
Export License	Government permit required for exporting certain goods.
Import Quota	Limit on the quantity of a product that can be imported in a given period.
Countertrade	Trade agreement where goods/services are exchanged instead of money.

Supply Chain	Flow of goods and services from raw material to the end customer.
Trade Finance	Financial products that support international trade (e.g., LC, trade credit).
Free On Board (FOB)	Incoterm where the seller delivers goods to the port of shipment.
Cost, Insurance, Freight (CIF)	Incoterm where the seller covers cost, insurance, and freight.
Ex Works (EXW)	Incoterm where the seller makes goods available for pickup at their premises.
Import License	Government authorization required to import certain goods.
Export-Import Bank (EXIM)	Government bank that provides financial support to exporters.
Advance Payment	Payment made before goods are shipped, usually by the buyer to the seller.
Trade Barrier	Government-imposed restriction on international trade (e.g., tariffs, quotas).
Free Trade Agreement (FTA)	Treaty between countries to reduce or eliminate trade barriers.
Origin Certificate	Document stating the country of origin of exported goods.

Proforma Invoice	Preliminary bill of sale sent to the buyer before goods are shipped.
Import Duty	Tax charged on goods entering a country.
Value Added Tax (VAT)	Tax levied on the value added to goods and services.
Demurrage	Charges for delay in unloading cargo beyond allowed time.
Carrying Charges	Expenses for storing or transporting goods.
Customs Broker	Licensed individual/firm handling customs formalities for importers and exporters.
Bonded Warehouse	Storage facility where goods can be stored without paying duties until cleared.
Dispute Resolution	Methods to resolve conflicts in trade (e.g., arbitration or mediation).
Export Credit Insurance	Insurance protecting exporters from non-payment by foreign buyers.
Consignment	Goods sent to an agent/distributor to be sold on behalf of the owner.
Shipment Terms	Conditions defining responsibilities for shipping and delivery.
Port of Entry	Location where goods are brought into a country.
Port of Exit	Location from which goods are exported.
Inland Transportation	Transport of goods from the port to the destination within the country.
Air Freight	Shipping of goods via air transportation.
Ocean Freight	Shipping of goods via sea or ocean.

Breakbulk Cargo	Cargo loaded individually, rather than in containers.
Containerized Cargo	Cargo packed in large shipping containers for handling and transport.
Packing List	Detailed list of shipment items, including descriptions and quantities.
Import Customs Clearance	Process of clearing goods through customs upon entry into a country.
Export Customs Clearance	Process of clearing goods through customs for export.
Marking and Labeling	Adding necessary identification marks/labels to goods for export.
Multimodal Transport	Use of more than one mode of transport (e.g., ship, truck) for goods movement.
Trade Credit	Credit extended by a seller to a buyer for goods/services purchase.
Landed Cost	Total cost of getting goods to the buyer, including shipping, duties, and taxes.
Export Packing	Special packaging to protect goods during international transport.